



The Renovation of an Educational Facility

ACHIEVED EARLY COMPLETION DUE TO PROPER PROJECT MANAGEMENT

Company

Deyo Construction LLC

Industry

Drywall Contractors

Company Size

18

Location

Salem, New Hampshire USA

Website

www.deyodrywall.com

Project for

Fitchburg State University Miller Hall Renovations

Project Length

6 months

On Center Software Solutions

On-Screen Takeoff®

Quick Bid®

Deyo Construction LLC (DC) in Salem, NH was started in 2007 by Jay Deyo. DC specializes in drywall, EIFS, metal framing, doors/frames/ hardware, acoustical ceilings, and plaster. DC works in the states of Rhode Island, Massachusetts, New Hampshire, and Connecticut. Although Jay Deyo's family has been in the construction business since the 1940s, Jay did not begin his career in construction. He was in sales, and upon retiring in 2005 decided to take a leap of faith and start his own drywall company. Construction was in his blood and he excelled in the industry with hard work and determination. Jay established himself in a new industry by joining associations that provide the framework for the success of new entrepreneurs. Jay soon realized that the Association of the Wall and Ceiling Industry (AWCI) was a great resource for him and became a member in 2007. Through books and asking plenty of questions, Jay taught himself estimating. After just a few months in the business, Jay noticed that most of the big players in the industry were using takeoff software to bid more jobs accurately in a shorter amount of time. Jay decided to invest in his company's future and joined the On Center Software family by purchasing On-Screen Takeoff® and Quick Bid. DC is one of the most respected names in the Drywall industry. DC attributes the company's success to the quality and accuracy of their estimates. Their ability to provide professional proposals in a short amount of time sets them apart from their competition. The reliable people at DC are easy to work with—their commitment to the clients allows them to deliver a job on time and within budget. Quality is never compromised while meeting the most stringent deadlines. Of the jobs completed by DC, 80% are commercial projects, primarily public state or federal buildings. The remaining 20% of DC's market share is residential.

UNIVERSITY PROJECT

Fitchburg State University, located in Fitchburg, Massachusetts, was founded in 1894. It is a public institution that has a strong liberal arts and sciences studies program. The university has more than 30 undergraduate programs and 22 master's degree programs. When the University started the interior renovation of campus offices, Deyo Construction knew that they would be able to contribute to the success of this project

and downloaded the electrical plans and put an estimate together. The estimate was sent to 11 different general contractors—Vanguard Construction won the proposal using DC's estimate. The project scope included drywall and metal stud framing. Due to proper project management, DC was able to complete the job in less than 6 months. Jay believes in using technology to empower his crew on the job site. He uploaded the completed plans on a FTP site that was accessible to the foreman at the build site. A printout was also sent at the beginning of the day so the foreman could properly line out the crew to efficiently and effectively manage the work. Close attention was paid to the daily scope of work to ensure that the project stayed within budget.

REPEAT BUSINESS

DC has attained success by leveraging their relationship with their existing client base. Due to DC's commitment to quality and on-time delivery, 85% of the business is repeat customers. DC is about to implement tablet technology in the field to take their business to the next level by utilizing Digital Production Control® (DPC) by On Center Software. DPC will enable Deyo to accurately track and manage labor and material costs while reducing the risk of project delays.

On Center Software, Inc., is a privately held company providing software and training to construction industry professionals for over 28 years. Located in The Woodlands, Texas, the company's mission is to transform the takeoff, estimating, and labor-tracking experience with comprehensive software solutions that turn winning bids into profitable projects. On Center Software solutions include On-Screen Takeoff®, Quick Bid®, and Digital Production Control®. Customers in the United States, Canada, Australia, New Zealand, United Kingdom, South Africa, and 60 other countries around the world leverage On Center Software's internationally recognized solutions. For more information about On Center Software, call 866.627.6246 or visit www.oncenter.com.